

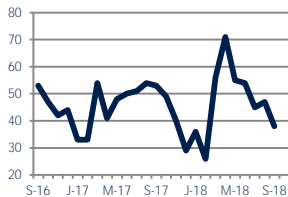
Focus On: Bethany, Fenwick, and Ocean View Housing Market

September 2018

Zip Code(s): 19930, 19944, 19970 and 19967

Units Sold

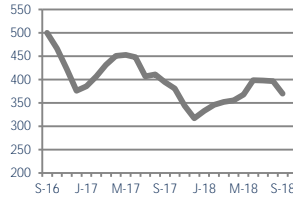
38



Down -28%
Vs. Year Ago

Active Inventory

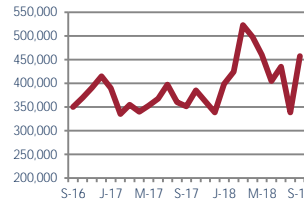
370



Down -6%
Vs. Year Ago

Median Sale Price

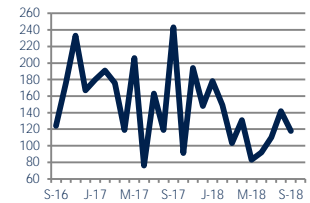
\$457,500



Up
Vs. Year Ago

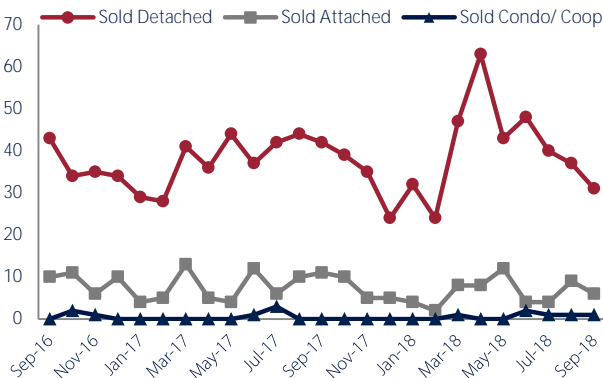
Days On Market

118



Down
Vs. Year Ago

Units Sold*



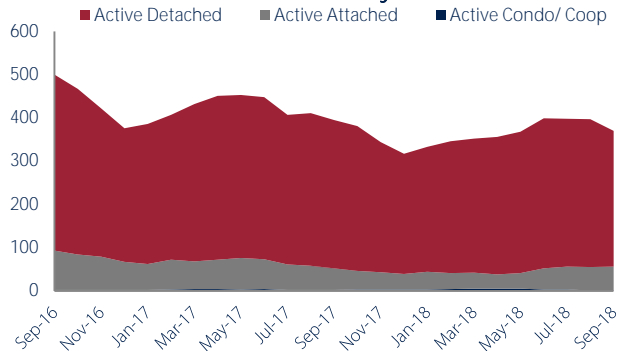
Units Sold

There was a decrease in total units sold in September, with 38 sold this month in Bethany, Fenwick, and Ocean View versus 47 last month, a decrease of 19%. This month's total units sold was lower than at this time last year, a decrease of 28% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 6%. The total number of active inventory this September was 370 compared to 395 in September 2017. This month's total of 370 is lower than the previous month's total supply of available inventory of 397, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Bethany, Fenwick, and Ocean View Homes was \$351,250. This September, the median sale price was \$457,500, an increase of \$106,250 compared to last year. The current median sold price is higher than in August. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Bethany, Fenwick, and Ocean View are defined as properties listed in zip code/s 19930, 19944, 19970 and 19967.

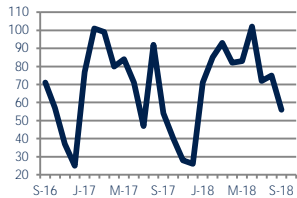
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.

Zip Code(s): 19930, 19944, 19970 and 19967

New Listings

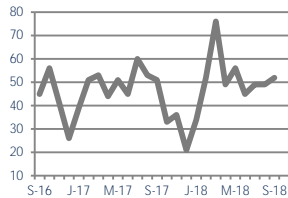
56



Up 4%
Vs. Year Ago

Current Contracts

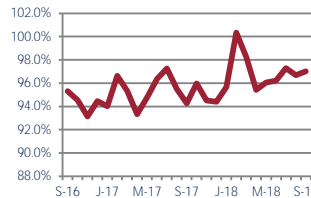
52



Up 2%
Vs. Year Ago

Sold Vs. List Price

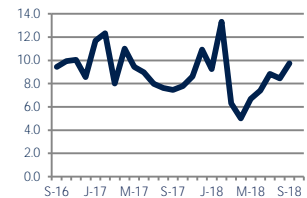
97.0%



Up 2.9%
Vs. Year Ago

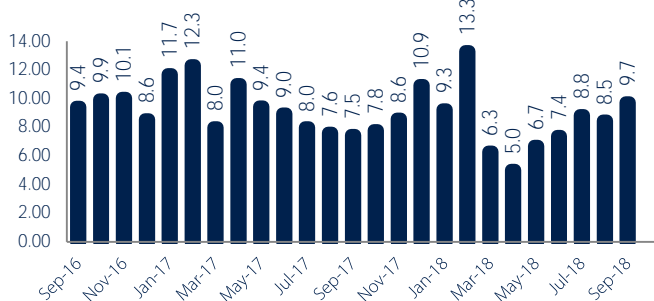
Months of Supply

9.7



Up 31%
Vs. Year Ago

Months Of Supply



Months of Supply

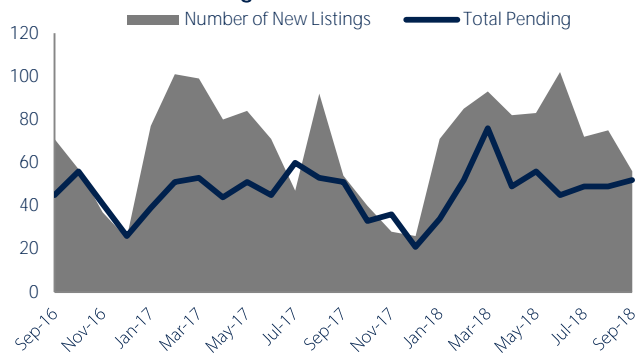
In September, there was 9.7 months of supply available in Bethany, Fenwick, and Ocean View, compared to 7.5 in September 2017. That is an increase of 31% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

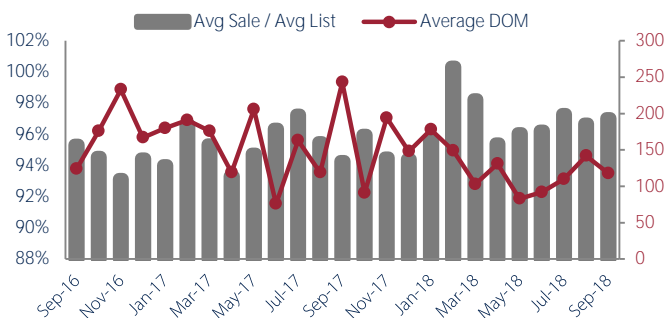
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Bethany, Fenwick, and Ocean View compared to 54 in September 2017, an increase of 4%. There were 52 current contracts pending sale this September compared to 51 a year ago. The number of current contracts is 2% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Bethany, Fenwick, and Ocean View was 97.0% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 118, lower than the average last year, which was 243. This decrease was impacted by the limited number of sales.

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